

## TRADE COMMISSION

## TRADE COMMISSION TO AID BUSINESS

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### Plans to Better Accounting Systems and to Extend Credits.

**VICE CHAIRMAN HURLEY  
POINTS OUT U. S. NEEDS**

**Services of the Government Experts  
Will Be Offered to Merchants  
and Manufacturers.**

Two methods by which the federal trade commission may give constructive help to American business are emphasized by Vice Chairman Edward N. Hurley of the commission, in a statement given out today.

"One of these," said Mr. Hurley, in his statement, "is to aid the business men of the country in their efforts to

The small manufacturer, the country trader, the cooper and the retail merchant as a rule are not able to get all the banks' credit that they ought to receive, owing to the fact that they are not conversant with the technical details in accordance with good business practice. These men are just as good business men as the men who are in charge of larger operations. They have brains, ability, knowledge of their wares and customers, and many other qualities. They speak the language of the banker, in statements. They are not able to present a statement showing their true assets and liabilities.

"Bankers are in business to loan money to business men, and recognize that loans made on balance sheets that are sound are desirable loans. The banker will welcome any standard of statement that will permit him easily to ascertain exact liabilities and assets of his customer."

### Need Accounting Standard.

"It is recognized that no one standard form of accounting can be applied to all classes of business. Each special form must be devised for each special class of business, whether it be a line or class of commerce and industry. For example, the coal industry can use one standard system of accounting.

"Among the country store and general store retailer, the country store and grocer, the boot and shoe wholesaler, the store, the manufacturer, the wholesaler, the drug manufacturer of machinery, the wholesaler, the manufacturer of clothing, the wholesaler must have his own system of accounting. But it is true that a great many of the lines of business are similar. There are in lines other than those for which the lines are originally arranged, as certain lines of business are similar to others. The general structure of accountancy must be recognized by each group.

"The first step in the standardization of accounting is to put a selling price on your product. You must, if you be a manufacturer, first know exactly what it costs you to manufacture and sell the product. When business was done on a cash basis, the business was done on a cash basis, but in most lines of business, the business was done on a credit basis. The percentage of profit has passed. We have

"How can the federal trade commission help cure these conditions? By no compulsory methods. The commission has no power and no desire to use such methods. But the commission does hope to reach the desired end by counting on the service of the manufacturers and merchants, of the accountants, bookkeepers, and experts in cost of production that are employed in all retailing and manufacturing. To help strengthen American industries where they are weak. These services will result from the request of the individual merchant or manufacturer who desires them. The representative of the manufacturer and merchants, aided by their governments, have developed a high

to sell their goods in the markets of the world. The federal trade commission desires to help the small business owner to help bring the American manufacturers and merchants on equal terms with these foreign competitors in order that they may be able to get and hold our share of foreign trade.

"When there is completed within the commission the organization for aiding business many small business owners, on request, may receive (a) an approved form for presentation to his bank, (b) a form for presentation to the government designed to show accurately and concisely his assets and liabilities, stock on hand, etc.; (c) a form of double-entry bookkeeping, (d) a form of plan of business, as well as (d) a form and method of arriving at costs, also adapted to his line of business. All of these forms are supplied free of charge."

character and can be supplied by the local printer. It is hoped that the different banks throughout the country will carry supplies of these forms for the benefit of their customers."

### FOR MALFEASANCE IN OFFICE.

**Prosecuting Attorney in New Jersey Fined and Imprisoned.**

CAPE MAY, N. J., July 10.—Matthew Jefferson, the prosecutor of Cape May county, who has been convicted three days ago of malfeasance in office on twenty-four charges, was today sentenced to two years in state prison and to pay a fine of \$1,000 by Judge Peter F. Daly, who came here from Middlesex county to try him.

Jefferson was found guilty of charges of taking cash from saloonmen and gamblers, and of not moving the cases against them.

### Will Not Try Election Cases.

INDIANAPOLIS, July 10.—Judge Quincy A. Myers, formerly on the Supreme Court bench, who was agreed upon as being acceptable to the defense and the state in the trials of some three hundred defendants, including Thomas Taggart and Mayor Joseph E. Bell, indicted for election frauds in Marion county, announced today that he would decline to serve as special judge in the trial.